



July 2010

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Quote of the Month

***"It is amazing
what you can
accomplish if you
do not care who
gets the credit."
-Harry S. Truman***

2010 MWBE Summer Resource Fair & Workshop Series to be held July 14, 2010

The State of Indiana MWBE Division will host the 2010 Minority & Women's Business Enterprises Summer Resource Fair and Workshop Series in conjunction with the Indiana Black Expo Business Conference on Wednesday, July 14, 2010, from 8:00 a.m. - 2:30 p.m., at the Indiana Government Center South, Conference Center. There will be several workshop sessions and a morning town hall session focusing on *The Power of Partnering!* Don't miss out on this great networking opportunity! To view a schedule of events for the Resource Fair, see page 6.

Business Spotlight: Alpha Rae Personnel, Inc.

Dr. Rae Pearson is the founder and CEO of Alpha Rae Personnel, Inc., a State of Indiana certified WBE/MBE universal staffing and HR Consulting service.

As a full-service licensed Human Resources firm, Alpha Rae offers qualified direct hire, temporary and contract candidates in a variety of industries including: Renewable Energy, Health Care, Military Electronics, Aerospace, Information Technology, Call Center/Customer Service, Finance, and Telecommunications. Among its core capabilities, Alpha Rae is a Managed Service Provider and serves as a company's HR Department on-site or off-site; and provides Human Resources Consulting, Off-site Engineering and Technical Writing, Employee Training, Outplacement Services and Specialized Searches.

Most recently Alpha Rae Personnel, Inc. played a key role in the State of Indiana's Minority Business Enterprise Center (MBEC) receiving the Program Year Recognition of Excellence Award as the nation's top job creator for 2009. "We are pleased to have played such an

integral role in the State of Indiana winning this award. In a year where overall job outlook was bleak, it is gratifying to have helped bring good news and recognition for our state's effort to encourage job growth in our minority-owned businesses," states Dr. Pearson.

"It is important for our state's minority- and women-owned businesses to grow and they will benefit by becoming certified and taking advantage of the educational programs offered by the Minority and Women's Business Enterprises Division," Pearson noted. "It's through these invaluable programs that companies can connect with each other, network and learn about the many contracting opportunities available throughout the State of Indiana."

Dr. Pearson received the Sagamore of the Wabash award by the Governor of Indiana in 1996 and serves as an appointee to the Governor's Commission on Minority and Women's Business Enterprises. Dubbed the "Employment DIVA" she has been an Expert Advisor for Black Enterprise Magazine and local and state newspapers. Dr. Pearson also



Dr. Rae Pearson, CEO
Alpha Rae Personnel, Inc.

serves on the State of Indiana Chamber of Commerce Board of Directors and the Board of Directors for the Northeast Indiana Innovation Center to name a few. Dr. Pearson is also an author and has been recognized as an outstanding businesswoman and one of the top Independently-Owned Employment-Staffing firms in Indiana.

If you would like additional information on Alpha Rae Personnel, Inc., contact them at:

Alpha Rae Personnel, Inc.
347 West Berry Street, 7th Fl.
Fort Wayne, IN 46802
Phone: (260) 426-8227
Fax: (260) 426-1152
Web: www.alpha-rae.com

A Message from the Deputy Commissioner



Alice Watson
MWBE Deputy Commissioner

Traditionally one views July as the last summer month for relaxation, vacation, travel and fun. For the Minority and Women's Business Enterprises Division, July is a month of full throttle. The MWBE Division staff works diligently to reach out to vendors, agencies and businesses to finalize logistical plans for the Summer Resource Fair.

On July 14th, we will again host the 2010 Summer Resource Fair and Workshop Series in which my staff will start early in the morning setting up and addressing any finishing touches. We will kick off the event with a panel of seasoned and successful businesses providing insight into the challenges and rewards of partnerships in business, moving to a full day of workshop sessions. We will wrap up the day at the Governor's Reception where a few select businesses and community leaders from across the State of Indiana who have made significant contributions of service will be recognized by Governor Daniels.

I encourage you to provide any feedback regarding your experience at this and any event we host.

Have a safe and prosperous summer and I look forward to seeing you at the 2010 Summer Resource Fair and Workshop Series!

Minority & Women's Business Enterprises Division Calendar of Events

July 2010

- 14 2010 MWBE Resource Fair & Workshop Series
Where: Indiana Government Center South
402 W. Washington Street, Conference Center
Indianapolis, IN 46204
Time: 8:00 a.m. - 2:30 p.m.
Fee: Free
Registration: Extended through July 9, 2010.
To register visit: www.in.gov/confreg

- 21 MWBE Certification Workshop
Where: Indiana Government Center South
402 W. Washington Street, Conference Room 19
Indianapolis, IN 46204
Time: 1 p.m. - 3 p.m. (Local time)
Fee: Free
Registration: No registration required

August 2010

- 4 MWBE Certification Workshop
Where: La Casa de Amistad
746 S. Meade Street
South Bend, IN
Time: 2:00 p.m. - 4:00 p.m.
Fee: Free
Presented by: Indiana Department of Administration and the
State of Indiana Commission on Hispanic/Latino Affairs
For more information or to register, please contact:
Danny Lopez, Director of ICHLA at 317-233-5048

- 5 MWBE Certification Workshop
Where: SPES Unica Hall, Room 145
St. Mary's College, Notre Dame, Indiana
Time: 9:00 a.m. - 11:00 a.m.
Registration: Register by July 27th at: www.saintmarys.edu/cwil-wei
or call 574.284.5262.
- 18 Certification Workshop
Where: Indiana Government Center South,
402 W. Washington Street, Conference Room 19
Indianapolis, IN 46204
Time: 1 p.m. - 3 p.m. (Local time)
Fee: Free
Registration: No registration required

September 2010

- 13 Governor's Commission on Minority Affairs
Indiana Government Center South
402 W. Washington Street, Conference Room A
Indianapolis, IN 46204
Time: 1 p.m. - 3 p.m.
Registration: None required
Fee: Free
- 15 Certification Workshop
Where: Indiana Government Center South
402 W. Washington Street, Conference Room 19
Indianapolis, IN 46204
Time: 1 p.m. - 3 p.m. (Local time)
Fee: Free
Registration: No registration required

State of Indiana Opportunities

For specific project details, or to view additional State of Indiana opportunities, visit the links provided below.

Indiana Department of Administration Procurement

Procurement Method	Commodity/Service Description	Addendum	Date Entered	Open Date/Time	Buyer Name
RFP	Offender Pay Telephone Services RFP-10-55	3	4/28/2010	7/14/2010 3:00:00 PM	Teresa Deaton
RFP	Hearing Aid Services RFP-10-96		6/22/2010	7/16/2010 3:00:00PM	Stephanie Taylor
BID	Smoke Detectors ASA-10-041		6/30/2010	7/20/2010 3:00:00 PM	Molly Martin
RFI	Operation of the Indiana Cord Blood Bank RFI-11-2		7/2/2010	7/23/2010 3:00:00 PM	Stephanie Taylor
Bid	Warrant Stock ASA-11-001		7/2/2010	7/28/2010 3:00:00 PM	Molly Martin
RFP	Maintenance and Support Services RFP-10-92		6/21/2010	7/28/2010 3:00:00 PM	Stephanie Taylor
RFP	Management and operation of the Charlestown State Park/River Ridge Commerce Ctr. Potable water system RFP-10-93		6/18/2010	7/28/2010 3:00:00 PM	Teresa Deaton
RFP	Detoxification and Residential Additional Treatment Svcs. RFP-10-94		6/16/2010	7/28/2010 3:00:00 PM	Stephanie Taylor
RFP	Older Independent Blind Services RFP -11-1		6/30/2010	8/2/2010 3:00:00 PM	Stephanie Taylor
RFP	Office Equipment RFP-10-77	1	6/18/2010	8/10/2010 3:00:00 PM	Kacia Palmer
RFP	Short Term Offender Program RFP-10-99		6/28/2010	8/24/2010 3:00:00 PM	Teresa Deaton

Indiana Department of Transportation Lettings

(www.in.gov/dot/div/contracts/letting/index.html)

Letting Date	Contract Number	Type of Work Wanted	Location/Area
8/4/2010	CONTRACT IB-33044-A	Design Build, New Deck Construction	Vincennes District
7/7/2010	CONTRACT IB-33023-A	Design Build, Bridge Replacement	Seymour District

Continued on page 4

State of Indiana Opportunities

For specific project details, or to view additional State of Indiana opportunities, visit the links provided below.

Indiana Department of Public Works http://www.in.gov/serv/dapw_bviewer					
PWP#	Project Title	Bid Date (all bid times 1:31PM)	DAPW Project Mgr	Docs Available From	Date Entered / Last Modified
E140063	Fabrication and Installation of New Entry Signs at Various Indiana State Historic Sites in Various Counties/DNR	7/14/2010	Dan Saffen (317) 232-4157	Department of Natural Resources (317) 232-4150	6/23/2010 6/23/2010
E030193	Exterior Painting and Revised Roof Framing at Turkey Run State Park Inn (Parke County)	7/14/2010	Bogusia Dabrowska (317) 232-4154	Department of Natural Resources (317) 232-4150	6/17/2010 6/17/2010
H-A613002	New Unit Building/INDOT 810 Frakes Street, Sullivan, IN	7/15/2010	Dan Mikula (317) 232-3018	Fosse & Associates, Inc. (812) 424-3516	6/14/2010 6/14/2010
H-A413002	New Unit Building/INDOT 6100 East Michigan Boulevard, Michigan City, IN	7/15/2010	Dan Mikula (317) 232-3018	Fosse & Associates (812) 424-3516	6/14/2010 6/14/2010
D15-907	Replace Roof on Food Services Building at Plainfield Correctional Facility/DOC	7/21/2010	Gregory K. Hebel (317) 233-2540	Public Works Division (317) 232-3025	6/11/2010 6/11/2010
D74-903	Replace Roof on Cellhouse at Reception Diagnostic Center/DOC (next to Plainfield Correctional Facility)	7/21/2010	Gregory K. Hebel (317) 233-2540	Public Works (317) 232-3025	6/11/2010 6/11/2010
WVCF-1005-13	Roof Replacement on Buildings 1, 8, 9 & CCU at Wabash Valley Correctional Facility in Carlisle, IN/IFA	7/22/2010	Bryan Clark (317) 233-9386	Public Works Division (317) 232-3025	6/8/2010 6/18/2010
E090065	Install Concrete Winter Storage Tank at Wastewater Treatment Plant at Jackson-Washington State Forest-Starve Hollow SRA in Jackson County/DNR	7/29/2010	James Miller (317) 232-4155	Department of Natural Resources (317) 232-4150	7/2/2010 7/2/2010
0300-11-0000036401FM	Facilities Management, Maintenance and Repairs at Indiana State Museum/DNR	8/12/2010	Frank Striby (317) 232-3010	Public Works Division (317) 232-3010	6/16/2010 6/16/2010

Minority & Women's Business Enterprises Division



Minority and Women's Business Enterprises

Promoting and monitoring the use of minority- and women-owned businesses on state contracts

The State of Indiana is committed to utilizing diverse contractors for state purchases and projects. The Governor's Commission on Minority and Women's Business Enterprises sets annual goals for the participation of MBEs and WBEs on state contracts; the Minority and Women's Business Enterprises Division focuses on reaching those goals by promoting the use of MBE and WBE vendors on state contracts.

BENEFITS OF PARTICIPATION

- Qualify for MBE/WBE subcontracting opportunities on state contracts in Indiana, which provide for the attainment of business diversity goals.
- Receive notification of state business opportunities.
- Receive access to training opportunities.
- Appear in a directory of certified firms published at <http://www.in.gov/idoa>
- Qualify as an MBE/WBE for purchasing by casinos and state universities, as well as other public and private organizations.

QUALIFICATIONS FOR CERTIFICATION

To qualify as an MBE/WBE, a firm must be at least 51% owned by qualifying minorities or women who:

- Possess expertise in the field.
- Control the business enterprise.
- Are U.S. citizens.

To obtain an application or read about program requirements, call 317-232-3061 or visit <http://www.in.gov/idoa>

For additional information, please contact:

Minority and Women's Business Enterprises
402 W. Washington Street, Room W469
Indianapolis, IN 46204
Tel: 317-232-3061
Email: mwbe@idoa.in.gov
Web: <http://www.in.gov/idoa>

WORKING FOR YOU

Even after you become certified, the Minority and Women's Business Enterprises Division continues to work for you to help your business grow. The Division provides many services for those firms certified with the State of Indiana:

- Training seminars and classes throughout the state about successfully market your business.
- Business matchmaking and networking events to help you meet contractors and state officials.
- Assistance with obtaining state contracts.
- Regional staff who are available throughout the state to answer questions about the certification and contracting processes.
- Identification of sub-contracting opportunities to help prime contractors meet MBE/WBE goals.
- E-newsletters to apprise certified firms of developments in the Minority and Women's Business Enterprise community.
- Recruitment of firms in industries with a shortage of MBE or WBEs.
- Identification of certified businesses for use on state contracts at the request of prime contractors and state agencies.
- Compliance checks on contracts that have been awarded, ensuring that prime contractors use MBE/WBE firms at the level committed in the contract.
- Investigation of complaints of non-compliance.

Tools for Success: Recession Proof Your Business



There are many natural disasters such as flood and fire that can affect your businesses day to day operations. However, have you thought about disasters in the economy and how you can shield your business from those that can have a detrimental effect on your business? I would like to share with you a few suggestions that could possibly help you recession proof your business.

Terrie Daniel, MWBE Outreach Manager

1. **Don't be caught off guard if the slowdown in the economy affects your company.** Prepare a worst-case, 12-month cash flow scenario. Assume a 10% to 20% drop in revenues and identify what changes you would make and when. If you need to, improve your management reporting so you can identify leading indicators for your firm. You don't want to react late after you notice a drop in your monthly financials.

2. **Keep your company lean.** Set measurable inventory targets and keep in contact weekly with your sales and operations staff. You may also want to consider taking a look at customers that you may not be profiting from and consider focusing more of your efforts on those clients who are bringing a profit to your company bottom line.

3. **Keep in touch with your current customers.** We talked about this a few months ago. Possibly partner with local businesses on community events and let them know you are not just there for their business. There is nothing better than word of mouth referrals which can open up a world of new business.

4. **Develop strategies to land more customers.** Create a positive experience for your customers and they will return. Also, reach out to new residents in the community by sponsoring a community night and offer coupons for discounts to draw people to your business.
5. **Think about alternative suppliers.** You may be able to save cost by developing a list of suppliers and looking at consolidation on shipping.
6. **Continue to get the word out about your business.** Continue marketing and advertising, rather than dropping those expenditures and decreasing cash flow. "The first instinct of many businesses is to decrease or completely cut marketing expenses. If you can't afford a full-blown marketing program, choose cheaper alternatives such as e-mail marketing, blogs, public relations, and online newsletters.
7. **Keep your personal credit rating high.** Since business borrowing often depends on personal credit in the small business universe, it is important to pay close attention to your personal credit score. Curb your spending and don't give the bank a reason to charge you more money by being late on payments.

If you take these few steps now to recession proof your company, it could save you lots of time and money in the future! May you be prosperous and fulfilled in all you do!

Source: USAToday.com and BusinessWeek.com

July 2010

8 - 18 Indiana Black Expo Summer Celebration
For complete event details call (317) 925-2702 or visit:
www.indianablackexpo.com

12 Doing Business Globally - A session on China
Where: Indiana Convention Center, Rooms 206 - 207
Time: 2:30 p.m. - 5:00 p.m.
This workshop includes highlights on business and market opportunities, exporting and importing tips, local resource, testimonials, updates from state and city governments and networking.

13 New Business Opportunities in Indianapolis
Where: Indiana Convention Center, Rooms 206 - 207
Time: 9:30 a.m. - Noon
The workshop features presentations and updates from 2012 Super Bowl, the new Wishard Hospital, the City of Indianapolis and networking. RSVP by July 10th at 317.327.5262.

Community Calendar

Just for fun...

Q K Y O K V E N D O R S Q S N O O F T S B S P K
 S D C H S Q N V O G L J A O Y U P M H S L W W D
 I U A J N U S S N H Z E I E Q T P O P E H B Q A
 Q E C M S W S I T M P T I C U R O N C N F S F C
 D X Q C A E D T N C A J Z H O E R E C I Y K N B
 I V K M E D C G A R A S K U I A T Y O S M P O B
 U N G H I S U R T I F R V X X C U C N U Y G I V
 O W D B L D S S U U N X T L Y H N N F B H W T T
 Z I E I N W I B M O A A J N J P I F E O K R C N
 Q J A K A N O K R I S W B U O X T S R O B J U E
 I B R J I N N B L Q M E O I L C I H E K O H R M
 F B Z M F B A A R U B O R F L Y E V N N D Y T T
 I W D N M C P P L E F K W C H I S B C E N P S R
 N A Z G T R F A O P P F V U T N T G E T E H N A
 D D B N J K Z T G L S U D Z W U O Y Z W U M O P
 I X E I O L C A H S I S S I X O V T O O Z Y C E
 A D E T K D A X T G N S E B V G M K P R X T C D
 N W A E K W K W N I P A D N F E M E T K C I D O
 A W Z K O U Q D W N T E B T I L R O N I O R J S
 M V C R N N W O R K S H O P S S A S U N B O Y D
 N E L A P S U P P L I E R N Q J U B I G B N D K
 J O K M U H M Z N P B P X O D T N B O T E I I J
 S N O I T A C I F I T R E C G R Z P Y L Y M C N
 X B D Y Q H C O M P E T I T I V E K M A G N T U

Department
 Administration
 Bidding
 Business
 Business Plan
 Certification
 Competitive
 Conference
 Construction
 Contracts

Outreach
 Diversity
 Global
 Indiana
 Indianapolis
 July
 Marketing
 Minority
 Money
 Networking

Opportunities
 Resources
 Success
 Super Bowl
 Supplier
 Sustainability
 Vendors
 Women
 Workshops

2010 Summer Resource Fair & Workshop Series

Are you planning to attend the upcoming Resource Fair on Wednesday, July 14, 2010?

Here is a quick guide to the days event.

Resource Fair Schedule of Events

Town Hall Meeting - Time: 8:30 a.m. - 10:00 a.m., Location: Auditorium

Description: Attend this town hall session focusing on "The Power of Partnering" where you will hear from successful MWBEs who have discovered the keys to success in partnering. Learn valuable tips and get your questions answered on how you can partner your way to success! Don't miss this informative session.

Workshop Session - Doing Business With The State - Time: 10:00 a.m. - 10:50 a.m., Location: Conference Room 17

Description: Come and learn how to do business with the State of Indiana. Participate in a live tutorial focusing on the procurement system and get your questions answered on how to actually find current lettings and how to place your bid.

Workshop Session - Bonding - Time: 11:00 a.m. - 11:50 a.m., Location: Conference Room 14

Description: The purpose of this workshop is to provide information on bonding basics for companies interested in the bonding process. A specific focus will be given to the types of bonds available and why in some instances your company may need to be bonded.

Workshop Session - Contracting Basics - Time: 11:00 a.m. - 11:50 a.m., Location: Conference Room 21

Description: Understanding legal issues may seem overwhelming, but if you intend to build a growing business you must deal with the legalities of the business world. In this session, come and receive tips and bring your questions to learn how you can protect yourself legally as a business owner during the contracting process.

Indiana Supplier INsight Database - Internet Café - Time: 12:00 p.m. - 2:30 p.m., Location: Conference Room D

Description: Come and experience a live tutorial of the Indiana Supplier INsight database at this Internet Cafe sponsored by Conexus. Indiana Supplier INsight is a free business-to-business e-marketplace service. Attend this session to learn how to enhance the visibility of your business!

Doing Business with Knowledge Services - Time: 12:00 p.m. - 1:00 p.m., Location: Auditorium

Description: Does your company provide IT, Administrative or Medical Services? If so, you are invited to attend this special session on how to do business with Knowledge Services the current provider of temporary staffing services in the areas of IT, Administrative and Medical for the State of Indiana. Position your business for success...don't miss this special session!

Power Networking - Time: 12:00 p.m. - 2:30 p.m., Location: Conference Rooms A & B

Description: This matchmaking session is an opportunity for business owners to speak directly with over 50 buyers from the public and private sector and gather essential resources to position you to win that next contracting opportunity!

Business Plan Assistance Center - Time: 9:30 a.m. - 2:30 p.m., Location: Conference Room 10

Description: Have you struggled to put together the business plan you need for your business? Struggle no more; visit our Business Plan Assistance Center to get hands on assistance from professionals who can help you complete your business plan.

Congratulations on Your Certification!

Newly certified or re-certified businesses with the State of Indiana Department of Administration Minority and Women's Business Enterprises
June 1, 2010 - June 30, 2010

Name	City	State	App Status	Eff Date	App Type
BEST visits	Indianapolis	IN	CERT	6/4/2010	MBE
C H Barnett Consulting LLC	Indianapolis	IN	CERT	6/4/2010	MBE
Crandall Engineering, Inc.	Gas City	IN	CERT	6/4/2010	WBE
Donna's Daycare, L.L.C.	Lafayette	IN	CERT	6/4/2010	WBE
Fast Stats Studio	Indianapolis	IN	CERT	6/4/2010	WBE
Fineline Graphics, Inc.	Indianapolis	IN	CERT	6/4/2010	MBE
Lynn Trucking	Plainfield	IN	CERT	6/4/2010	WBE
MM eCONSULTANTS INC.	Fishers	IN	CERT	6/4/2010	MBE
One Planet Solar, Inc.	Terre Haute	IN	CERT	6/4/2010	WBE
Organize to Optimize dba Vision Bridge	Carmel	IN	CERT	6/4/2010	WBE
Polaras Business Solutions, LLC	Carmel	IN	CERT	6/4/2010	WBE
SVC, Inc.	Carmel	IN	CERT	6/4/2010	MBE
SVC, Inc.	Carmel	IN	CERT	6/4/2010	WBE
Safe Metrics, LLC	Noblesville	IN	CERT	6/4/2010	WBE
Eclipse Controls, Inc.	Milwaukee	WI	CERT	6/7/2010	MBE
Gordon Electric Supply, Inc.	Kankakee	IL	CERT	6/7/2010	WBE
K & A Trucking, Inc.	Bedford	IN	CERT	6/10/2010	WBE
D'Hue Law LLC	Indianapolis	IN	CERT	6/11/2010	MBE
HTECH Consulting, LLC	Indianapolis	IN	CERT	6/16/2010	MBE
Advance Construction Services, LLC	Merrillville	IN	CERT	6/18/2010	MBE
Bonewitz Realty LLC	Goshen	IN	CERT	6/18/2010	WBE
Bott Mechanical Company, Inc.	Wabash	IN	CERT	6/18/2010	WBE
Budd The Furnace Man & Son's, Inc.	Hammond	IN	CERT	6/18/2010	WBE
C - One Photography Studio, Inc.	Goshen	IN	CERT	6/18/2010	WBE
C J's, Inc.	Indianapolis	IN	CERT	6/18/2010	WBE
CLS Industries, Inc.	Salem	IN	CERT	6/18/2010	WBE
Century 21 River Valley Real Estate, Inc	Madison	IN	CERT	6/18/2010	WBE
Chicago Decking, Inc	Merrillville	IN	CERT	6/18/2010	WBE
Coda of Indiana	West Lafayette	IN	CERT	6/18/2010	MBE
D & R Site Services	East Chicago	IN	CERT	6/18/2010	MBE
Deborah Gonzales	Griffith	IN	CERT	6/18/2010	MBE
Dudeck Roofing & Sheet Metal, Inc.	South Bend	IN	CERT	6/18/2010	WBE
Empathy Interpretation and Translation	Fort Wayne	IN	CERT	6/18/2010	MBE
Envirotech Construction Corp	Brazil	IN	CERT	6/18/2010	WBE
Fitness Funk LLC	Gary	IN	CERT	6/18/2010	WBE
Goodman Enterprises, Inc.	Rochester	IN	CERT	6/18/2010	WBE
Goodman Parts, Inc.	Winamac	IN	CERT	6/18/2010	WBE
Hays & Associates, LLC	Indianapolis	IN	CERT	6/18/2010	WBE
Indiana Monument & Cut Stone, Inc.	Bedford	IN	CERT	6/18/2010	WBE

Congratulations on Your Certification!

Newly certified or re-certified businesses with the State of Indiana Department of Administration Minority and Women's Business Enterprises
June 1, 2010 - June 30, 2010

Name	City	State	App Status	Eff Date	App Type
Indiana Wellness Consultants, LLC	Culver	IN	CERT	6/18/2010	WBE
International Label Mfg., LLC	Terre Haute	IN	CERT	6/18/2010	WBE
MLP Investigative & Security Services	Hammond	IN	CERT	6/18/2010	MBE
McIntyre Jones, Inc.	Mishawaka	IN	CERT	6/18/2010	WBE
Media Link	Madison	IN	CERT	6/18/2010	WBE
NCI Ventures, LLC	Wabash	IN	CERT	6/18/2010	WBE
OAS, Inc.	Seymour	IN	CERT	6/18/2010	WBE
QIG, LLC	Columbia City	IN	CERT	6/18/2010	WBE
Region Signs, Inc.	Whiting	IN	CERT	6/18/2010	WBE
State Barricading, Inc.	South Bend	IN	CERT	6/18/2010	WBE
Strategies For Tomorrow, Inc.	Indianapolis	IN	CERT	6/18/2010	WBE
Sweet Poppin's LLC	Kokomo	IN	CERT	6/18/2010	MBE
Sweet Poppin's LLC	Kokomo	IN	CERT	6/18/2010	WBE
Van Horn Vacations	Indianapolis	IN	CERT	6/18/2010	WBE
Zuna Infotech	Kokomo	IN	CERT	6/18/2010	MBE
Zuna Infotech	Kokomo	IN	CERT	6/18/2010	WBE
Standard Coating Service Inc.	Indianapolis	IN	CERT	6/20/2010	MBE
RAOAFS, Inc.	Gary	IN	CERT	6/23/2010	MBE
Aaron York's Quality A/C & Htg., Inc.	Indianapolis	IN	CERT	6/25/2010	WBE
Aquatic Control, Inc.	Seymour	IN	CERT	6/25/2010	WBE
Empire Real Estate Partners	Aurora	IN	CERT	6/25/2010	WBE
Port-To-Port Communications	Indianapolis	IN	CERT	6/25/2010	MBE
Van Horn Vacations	Indianapolis	IN	CERT	6/28/2010	MBE

Congratulations on Your Certification!

Newly certified or re-certified businesses with the State of Indiana Department of Administration Minority and Women's Business Enterprises
May 1 - May 31, 2010 (Due to system reporting errors, we are reposting May certified companies)

Name	City	St	App Status	Eff Date	App Type
Zline Media Group, Inc.	Indianapolis	IN	CERT	5/3/2010	WBE
Assured Security & Asset Protection Serv	Indianapolis	IN	CERT	5/5/2010	MBE
Loree O Everett Design, Inc.	Indianapolis	IN	CERT	5/5/2010	MBE
Loree O Everett Design, Inc.	Indianapolis	IN	CERT	5/5/2010	WBE
Nelson Oil Company, Inc.	Indianapolis	IN	CERT	5/5/2010	WBE
NetLogX, LLC	Indianapolis	IN	CERT	5/5/2010	WBE
Quality Worker	Indianapolis	IN	CERT	5/5/2010	MBE
Reece Rebholz Co., Inc.	Indianapolis	IN	CERT	5/5/2010	WBE
Zline Media Group, Inc.	Indianapolis	IN	CERT	5/5/2010	MBE
Schneider Engineering	Indianapolis	IN	CERT	5/6/2010	WBE

Congratulations on Your Certification!

Newly certified or re-certified businesses with the State of Indiana Department of Administration Minority and Women's Business Enterprises
May 1 - May 31, 2010 (Due to system reporting errors, we are reposting May certified companies)

Name	City	St	App Status	Eff Date	App Type
B 2 B Strategic Solutions Inc.	Chicago	IL	CERT	5/10/2010	MBE
B 2 B Strategic Solutions Inc.	Chicago	IL	CERT	5/10/2010	WBE
BHAR Printing, Inc.	Indianapolis	IN	CERT	5/10/2010	MBE
Belmont Labs	Englewood	OH	CERT	5/10/2010	MBE
CMG Trucking, Inc.	Daleville	IN	CERT	5/10/2010	MBE
CMG Trucking, Inc.	Daleville	IN	CERT	5/10/2010	WBE
Envirokinetics, Inc.	Newburgh	IN	CERT	5/10/2010	MBE
Indianapolis Breast Center, PC	Indianapolis	IN	CERT	5/10/2010	WBE
Kelly Uniforms and More LLC	Corydon	IN	CERT	5/10/2010	WBE
Perfect Expressions	Hammond	IN	CERT	5/10/2010	WBE
The Etica Group	Indianapolis	IN	CERT	5/10/2010	WBE
Aviation Security	Martinsville	IN	CERT	5/14/2010	WBE
Blalock & Brown, Inc.	Indianapolis	IN	CERT	5/14/2010	MBE
Blalock & Brown, Inc.	Indianapolis	IN	CERT	5/14/2010	WBE
Bob Poynter Ford	Seymour	IN	CERT	5/14/2010	MBE
Brite Systems, Inc.	Greenwood	IN	CERT	5/14/2010	MBE
DocuLaw, Inc.	Indianapolis	IN	CERT	5/14/2010	WBE
EMR Consulting, Inc.	Noblesville	IN	CERT	5/14/2010	WBE
Employee Benefit Advisors, LLC	Avon	IN	CERT	5/14/2010	WBE
JRM Environmental	Brownsburg	IN	CERT	5/14/2010	WBE
K & A Trucking, Inc.	Bedford	IN	CERT	5/14/2010	WBE
Precision Wire Assemblies, Inc.	Hagerstown	IN	CERT	5/14/2010	WBE
Standish Steel, Inc.	Bedford	IN	CERT	5/14/2010	WBE
Threehawks Cleaning Services, LLC	Nashville	IN	CERT	5/14/2010	WBE
Utter's Hunting Supplies	Martinsville	IN	CERT	5/14/2010	WBE
Wolf Run Marketing LLC	Indianapolis	IN	CERT	5/14/2010	WBE
Francine Bond Insurance Agency, Inc.	Brownsburg	IN	CERT	5/19/2010	MBE
Francine Bond Insurance Agency, Inc.	Brownsburg	IN	CERT	5/19/2010	WBE
Action Temporary Service, Inc.	Evansville	IN	CERT	5/21/2010	WBE
Ad Cetera Promotions, Inc.	Evansville	IN	CERT	5/21/2010	WBE
Alva Electric, Inc.	Evansville	IN	CERT	5/21/2010	WBE
Architectural High Performance Products	Indianapolis	IN	CERT	5/21/2010	WBE
B&T Transport, LLC	Noblesville	IN	CERT	5/21/2010	WBE
CK United Sheet Metal & Mechanical, Inc.	Evansville	IN	CERT	5/21/2010	MBE
Critical Skills, Inc.	Carmel	IN	CERT	5/21/2010	WBE
EGOV Partners, Inc.	Carmel	IN	CERT	5/21/2010	WBE
Egloff Trucking Company, Inc.	Ferdinand	IN	CERT	5/21/2010	WBE
Frazier Interior Trim	Carmel	IN	CERT	5/21/2010	WBE
Gehlhausen Consulting, LLC	Fishers	IN	CERT	5/21/2010	WBE
HNS Consulting Services LLC	Indianapolis	IN	CERT	5/21/2010	MBE

Congratulations on Your Certification!

Newly certified or re-certified businesses with the State of Indiana Department of Administration Minority and Women's Business Enterprises
May 1 - May 31, 2010 (Due to system reporting errors, we are reposting May certified companies)

Name	City	St	App Status	Eff Date	App Type
HNS Consulting Services LLC.	Indianapolis	IN	CERT	5/21/2010	WBE
MetalArt, Inc.	Middletown	IN	CERT	5/21/2010	WBE
Milan Enterprises LLC	Evansville	IN	CERT	5/21/2010	MBE
Swanson Office of Design & Architecture	Carmel	IN	CERT	5/21/2010	WBE
Lillian's electrical services	Evansville	IN	CERT	5/21/2010	MBE
Mahogany Row Concierge	Evansville	IN	CERT	5/21/2010	MBE
Mahogany Row Concierge	Evansville	IN	CERT	5/21/2010	WBE
Gemaco Inc.	Blue Springs	MO	CERT	5/24/2010	WBE

Business Spotlight Submissions

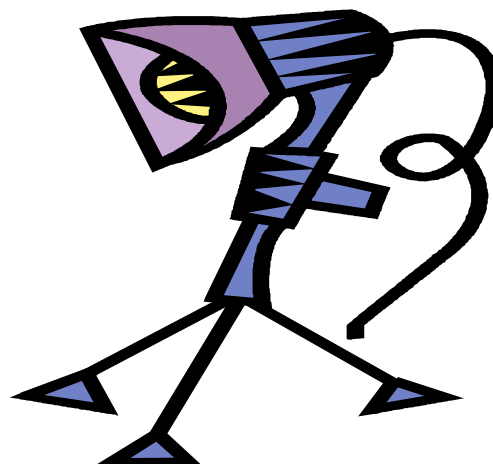
If your business is a State of Indiana Certified Minority- or Women-owned Enterprise and you would like us to consider featuring your company in the Business Spotlight section of *The Conduit*, please email your information to mwbe@idoa.in.gov.

1. Please use the following format in the subject line of your email:
Business Spotlight Submission - *YOUR COMPANY NAME*.

A .jpg headshot or photo of the Certified MWBE at work.

2. About the Owner or President
3. What does your business do?
4. What have been some challenges you have faced as a business owner?
5. What benefits have you gained from being a State of Indiana Certified MWBE?
6. What separates your company from the competition?
7. Word of advise to other MWBE's
Please Note: All requested information must be included within your submission. Incomplete submissions will be automatically rejected.

Disclaimer: The Office of Minority and Women Owned Business Enterprises reserves the right to edit any content submitted for publication in *The Conduit*. The selection of the monthly business to be highlight is the sole discretion of the editor of *The Conduit*. The featured business will be notified by email prior to the publication being released.



About The Conduit

The Conduit is a publication of the Indiana Department of Administration's Minority and Women's Business Enterprises Division. This eNewsletter provides the MBE and WBE communities with a forum through which to learn about Indiana certification and business development opportunities, contracting opportunities, workshops and networking events. To learn more, contact:

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